

# **Karen Rands' Bio Summary**

## **Kugarand Capital Holdings, LLC - Managing Member & CEO**

August 2001 – Present

### **Launch Funding Network (LAUNCHfn) consulting division**

- Started in December 2003 –Helped over 300 companies develop skills and documents to effectively raise capital through coaching and educational programs
- Seminar topics: Money Hunt, Creating a Business to Run like a Clock, Art of Raising Capital, Pitching Investors, Art of the Pitch, Elevator Pitch Mastery

### **Network of Business Angels and Investors (NBAI)**

**– now the National Network of Angel Investors – Managing Director**

- Started in September 2005 – 2010 to educate high net worth investors on how to be angel investors and host pitch events from Board Room Setting of 12 investors, to 40+ investor group dinners, to large multi-day events with over 300 in attendance.
- Over 2000 angel investors, venture capitalists, private equity fund managers, and lenders attended these events and over 200 Entrepreneurs participating in these events raising over \$40M as a result, with an estimated 1500 jobs created.

### **Best Selling Author - Inside Secrets to Angel Investing. 2017**

- 2003 V1 **Learn to Be an Angel Investor, eBook & white papers Published/Best Seller;** 2006 V2,
- 2017-V3 to include JOBS Act and specific how to, published 2017 Amazon's No 1 in Finance Education
- Launched The Compassionate Capitalist Movement™ with the release of the book

### **Podcast Host: The Compassionate Capitalist Show™**

- Rebranded from SPEC Talk Radio, established in 2008, to The Compassionate Capitalist Show in 2010 in response to the 'Great Recession' and in anticipation of the JOBS Act
- Over 240 Episodes Available on BlogTalkRadio, iTunes, Stitcher, TuneIn, Pandora, IHeartRadio, Google Podcast, Spotify and many others.
- Over 145K downloads with a world wide audience of Investors & Entrepreneurs Top 100 Business Shows on Apple Podcasts

Visit <http://karenrands.co> to learn more about current offerings and recordings.

### **Recent Awards:**

- 2016 “*Advocate of the Year*” at the Flight to Freedom Summit, Palo Alto, CA
- 2021 “*Top 100 Global Leaders in Finance*” Award at GCIF Las Vegas

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## Corporate Experience at IBM

June 1987 – January 2001 Various positions:

- Regional Sales Representative for Nynex Business Center Account, assisting in enterprise sales
- Southeast Area PC, OS/2 and Tablet Manager, new product release and sales team support
- SE Area Pen & Mobile Tech Sales Manager; partner recruitment, 96'Olympics, enterprise corporate sales
- Services Division Mobile and Wireless Integration Specialty Team; negotiating integration agreements with lead mobile and wireless technology companies, services offering development, and enterprise corporate sales
- Complex Opportunity Business Manager; supporting sales teams on complex new innovative solutions for wireless based solutions, and click & mortar and ASP dot.com companies, to validate business models to enable capital raise and IBM solution deployment.

## Karen Rands' Education

### University of Florida

August 1985 – May 1987 MBA (Marketing)

### Emory University

August 1981 – May 1985 (Major Economics, Minor English)

## Skills & Specialties

- Investor Acquisition and Investor Relations for early stage, growth & expansion financing.
- Capitalization Strategy & Access to Capital for traditional sources found in the Launch Funding Network and Crowd Funding methods.
- Due Diligence and Deal screening for Angel Investors and Angel Groups.
- Guidance for Angel Investor Group formation and management.
- Coaching and Training for Pitching Investors – content, messaging and delivery.
- Business Plans for Investors and/or Lenders, with emphasis on go-to-market and financials and strategic planning for growth
- Alternative methods of Financing growth with Revenue / Royalty Finance, Micro-IPO, Direct Public Offering, and alternative lenders for working capital.
- Training on Angel Investing, Angel Investor development.
- Women and Minority owned businesses financing and development programs.
- General Knowledge on: Reg D 504, 506, 506c, Reg A+, Reg CF, Merger / Acquisition, , Sustainability, Carbon Credit financing, and Revenue Maximization with Lean Startup Model, and Growth Hacking.